

Current Data

New Retail Deliveries YTD (units)	203
Month of Year	10
Average # Retail Units Delivered Per Month	20
Total # Units Currently in Inventory	107
Months Supply "In Units"	5.3
CURRENT Inventory Turn Rate	2.3
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ (1,527)
CURRENT Monthly Gross Profit	\$ (30,998)
CURRENT Yearly Front End Gross Profit Total	\$ (371,977)

Projection

	3.0
	\$ (2,000.0)
	27
	\$ (53,500)
	\$ (22,502)
	\$ (642,000)
	\$ (270,023)

Additional Income

				Monthly
				7
Current New Vehicle F&I Average PVR			1249	\$ 8,743
PDI & Accessory Sales PVR	328	X 50% Gross	\$ 164	\$ 1,148
Trade %	30%	# of Trades	2.1	\$ 158

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	0.1	\$	3,391
Average Recon on U/C Trade	3399	X 50% Gross	\$ 1,700	\$	1,851
Average PUVR Wholesale			\$ 1,500	\$	1,995
Average PUVR (Front and Back) on Trades			\$ 928	\$	7,000
Hard Pack Per Unit UV			\$ 1,000	\$	765
Hard Pack Per Unit NV			\$ 1,000	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	8,400
OEM Incentives Per Unit			\$ -	\$	2,065
Floorplan Assistance Per Unit			\$ 1,200	\$	(22,501.90)
Advertising Credits Per Unit			\$ 295	\$	35,515
Total Washout PNVR (Adjusted for %s)			\$ 3,562	\$	13,013
Note: This does not include future Gross Opportunities				\$	95,272



ns	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit Variance	



PROJECTED	<u>Yearly</u>
Additional NV Units	84
NV F&I Increase	\$ 104,916
PDI & Accesory Increase	\$ 13,776
UV Wholesale Increase	\$ 1,890

UV Recon Increase	\$ 40,686
UV Retail PUVR Increase	\$ 22,216
Hard Pack Increase UV	\$ 23,940
Hard Pack Increase NV	\$ 84,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 9,175
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ 100,800
Advertising Credit Increase	\$ 24,780
Front End Variance (from above)	\$ (270,023)
Additional Income Variance	\$ 426,179
Total Variance	\$ 156,156
Total Projected Gross Profit	\$ 1,143,262





Projections

Data

Projected New Retail Deliveries YTD (units)	321
Average <u>Front End</u> Gross Profit PNVR	\$ (1,527)
Annualized Yearly Front End Gross Profit Total	\$ (490,167)



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,249	\$ 400,929
PDI & Accessory Sales PVR	\$ 328	X 50% Gross	\$ 164	\$ 52,644
Trade %	30%	# of Trades	96.3	96.3
UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	4.8	4.8
Average Recon on U/C Trade	\$ 3,399	X 50% Gross	\$ 1,700	\$ 155,479
Average PUVR Wholesale			\$ 1,500	\$ 7,223
Average PUVR (Front and Back) on Trades			\$ 928	\$ 84,898
Hard Pack Per Unit UV			\$ 1,000	\$ 96,300
Hard Pack Per Unit NV			\$ 1,000	\$ 321,000
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ 35,061

OEM Incentives Per Unit	\$	-	\$	-
Floorplan Assistance Per Unit	\$	1,200	\$	385,200
Advertising Credits Per Unit	\$	295	\$	94,695
Total Washout PNVR	\$	3,562	\$	1,143,262
Note: This does not include future Gross Opportunities				

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